



## **WINTER 2018 CROP REPORT**

### **DRY BEANS**

Dry Bean growers are firming their crop plans for the 2018 growing season. Farmers continue to evaluate potential return on dry beans, grain, corn, and soybeans to determine what they will grow this crop season. With grain crop profitability still projected to be marginal, dry beans may be more attractive to many growers. Origination contracts are being discussed for the upcoming season.

Dry Bean dealers are trying to move inventory from last year's crop. Record yields in 2017, as well as less than typical demand has left dealers with more inventory than expected. Dealers will be challenged to find alternative markets and ways to move inventory before next harvest season. This could have a significant impact on dry bean acres for new crop. With carryover especially high for Navy Beans, Black Beans, and Pinto Beans, it will influence the way dealers will approach acreage negotiations with growers.

Buyers / End User support for origination contracts has been light thus far as everyone is anticipating an established starting price for next year's crop. The industry will monitor grower seed sales and look forward to the USDA Planting Intentions Report. Buyers will watch these two leading edge indicators for what bean classes will be grown and how many acres growers will plant.

Other variables influencing supply and demand include China's below average yields, mostly affecting black bean and kidney bean supply. Mexico reported some weather events which have negatively impacted what would have otherwise been an average crop for black beans, pinto beans, and garbanzo beans. India experienced a good garbanzo bean harvest which will address their internal demand.

We look forward to the release of the Planting Intention Report in March which will help quantify planted acres for this coming crop year.

### **TOMATOES**

We've reviewed the challenges and learnings of last season and are already well into planning for the 2018 growing season. There are some things we can't predict, like the weather, but we strive to do all we can to prepare for our upcoming harvest. The Ag team is researching better growing methods such as soil moisture monitoring and new tomato varieties, that can provide the yield we need to keep our customer's in supply, our production plant running at ideal efficiency, and help our network of over 30 trusted family-owned and operated farms stay sustainable.

We have identified the acres for our upcoming season, ensuring proper crop rotation to prevent disease buildups in the soil and have secured the seeds to be planted near the end of March in our greenhouses. And our shop is busy doing repairs and maintenance on our equipment.

We are looking forward to a successful crop in the 2018 season to continue our family tradition of bringing great tasting products to our customers!

